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Opening your cold calls with some  
version of “How are you?”

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correlates with a 3.4X higher likelihood of booking the meeting compared to the baseline: Cold calls that opened with this line had a 5.2% success rate, compared with the 1.5% baseline. Plenty of sales pros argue that this question sounds inauthentic.

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## ~~Doors And Closing Sales~~

Opening Phrase #5: "Hi Tim, this is Justin with ABC Housebuyers.

We've never spoken before." This phrase is great because it catches the prospect off-guard with blatant honesty. Most salespeople pretend like they're best friends



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with the person that they're cold calling, which can come off deceptive and trick-sy.

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Cold Calling for Women is one of the most helpful books I've ever

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read. It starts well before the tactics of picking up the phone to include the important strategies of identifying your market, targeting the right prospects, and positioning your product or service for maximum appeal.

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I spent an entire day trying the craziest opening lines for cold calls, and this is what actually worked. And, for your entertainment, I also included what really, really didn't work.

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their time calling back the same prospect over and over. Yet if you're calling them at the wrong times, that's just what will happen.

~~10 Best Cold Calling Tips and  
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Cold Calling for Women: Opening  
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Edition by Wendy Weiss (Author)

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So when you cold call, you're catching them completely off guard and actually disrupting their work. An opening line that acknowledges the fact that you're interrupting their busy day shows that you are not only honest but also empathic. Cold calling is 10%

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of what you say and 90% of how  
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is not important. 1) “Experts” and so-called “Gurus” have declared that cold calling is dead. With as much negative press as cold calling has gotten, it’s hard to stay faithful.

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identifying your market, targeting the right prospects, and positioning your product or service for maximum appeal. ...

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Opening your call by stating the

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reason for calling increases your success rate by 2.1X: Humans want reasons, even if they're not particularly strong reasons. Using this cold calling opening line early and often with this phrase puts the buyer's mind to rest. Keep in mind, this line is not exclusive to

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The reason so many sales people

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hate cold calling is that they have gotten stuck in time, it is no longer the 90's and the 'Boiler Room' sales tactics - ABC (always be closing) no longer work. When done right cold calling will not only work but will be an enjoyable and rewarding process.

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People keep saying cold calling is dead, but many successful businesses rely on cold calling to drive revenue. Whether they're Fortune 500 companies or high-



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growth startups, they all have sales reps eagerly dialing numbers day in and day out.

~~36 B2B cold calling tips for sales success in 2020~~

Cold calling fails with women for two reasons; Women are no more

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likely to engage with you than they would with a physician who called randomly and said “send me your health records and I’ll assess your health”.

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